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France

Tomatoes and Products

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Report Highlights:

Preliminary estimates for 2004 indicate that French tomato production includes 73.5 percent of production for the fresh market and 26.5 percent for processing. In 2004, French production for processing is expected to decline significantly, due to the low competitiveness of French processed tomato products compared to tomato products processed in competing countries. With hopes of increasing competitiveness, the leading French tomato processing plant was partially bought by a major Chinese company in April 2004. While the plant used to exclusively process tomatoes grown in France when it was fully owned by a French cooperative, it will now also reprocess low price tomato paste imported from China and sell final products on the European market.

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Executive Summary

Preliminary estimates for 2004 indicate that French tomato production includes 73.5 percent of production for the fresh market and 26.5 percent for processing. In 2004, French production for processing is expected to decline significantly, due to the low competitiveness of French processed tomato products compared to tomato products processed in competing countries. With hopes of increasing competitiveness, the leading French tomato processing plant was partially bought by a major Chinese company in April 2004. While the plant used to exclusively process tomatoes grown in France when it was fully owned by a French cooperative, it will now also reprocess low price tomato paste imported from China and sell final products on the European market.

Situation and Outlook

Tomatoes for the fresh market

According to the French Ministry of Agriculture, Food, Fisheries and Rural Affairs, French production of fresh tomatoes in 2002, 2003 and 2004 is as follows:

		2002	2003	2004
Area Planted (ha)	Greenhouses	2,158	2,057	2082
	Open Fields	873	770	747
	Total Area	3,031	2,827	2829
Production (MT)	Greenhouses	512,823	562,856	572,083
	Open Fields	46,464	39,689	42,687
	Total Production	559,287	602,545	614,770
Yields (MT/ha)	Greenhouses	238	274	275
	Open Fields	53	52	57

France's largest fresh tomato producing companies are Saveol, with 68,500 MT annual production (<http://www.saveol.com>), Rougeline (50,000 MT, <http://www.rougeline.com>), and Sica St Pol de Leon (45,000 MT), Odelis (25,000 MT).

In early October 2003, the European Union and Morocco reached an agreement that is expected to guarantee greater European market access for Moroccan tomatoes and a liberalization of the Moroccan market for EU grains. According to the agreement, Morocco is authorized to export up to 175,000 MT of fresh tomatoes to the EU (up from 168,757 MT under the previous agreement) from October to May. An additional quota of 45,000 MT (15,000 MT in 2003 and 10,000 MT in 2004, 2005 and 2006) is also included in the agreement for Moroccan tomatoes exported to the EU from November to May.

Tomatoes for Processing

In Europe, France is a minor producer of processed tomato products. The quota for France set by the EU under the Common Market Organization (CMO) for fruits and vegetables is 402,000 MT of fresh tomatoes.

Deliveries of fresh tomatoes to processors amounted to the following in 2002, 2003, and 2004 (in MT):

	2002	2003	2004 (estimate)
Tomato Paste	186,500	187,580	186,630
Canned Whole Peeled Tomatoes	9,700	13,730	1,200
Other Tomato Products	44,250	47,640	33,960
Total	240,450	248,950	221,790

In 2003, French tomato production for processing was 40,000 MT lower than expected, due to severe summer drought. In 2004, French production of fresh tomatoes for the processing industry remained well below the EU quota of 402,000 MT. This results from the relatively low profitability of this production compared to other farm products in France, and compared to tomato products processed in competitor countries.

In April 2004, 55 percent of France's largest tomato processor, "Conserves de Provence" producer of the brand "Le Cabanon," (<http://www.le-cabanon.fr>) was bought by the Chinese tomato company Chalkis. Chalkis is a subsidiary of the leading Chinese food company Xinjiang, and the world's second largest tomato processing company. The French cooperative "Le Cabanon" which previously owned 100% of "Conserves de France" is keeping the remaining 45 percent of the business.

The agreement signed between Chalkis and Le Cabanon stipulates that Conserves de France will import, process and pack Chinese tomatoes (mainly tomato paste) to sell on the European market. In the short term, Chinese raw material is planned to represent two thirds of the processing activity of Conserves de France. This proportion is expected to increase in the future, at the expense of domestically grown tomatoes.

This operation is expected to increase the competitiveness of the company relative to Italian products, which have been gaining market share from French products over the past few years European markets.

Information on the world market for processed tomatoes can be found on the internet website: <http://www.tomate.org>. It includes information in English and French on world production, regional organizations for processed tomatoes, and companies processing tomatoes.

SONITO is the French processed tomato organization: <http://www.sonito.fr> (all in French). SONITO is a member of the Mediterranean Association of Tomato Growers (AMITOM). Their website is: <http://www.amitom.com>. It is both in English and French, and describes the processed tomato sectors of each member country of AMITOM (EU and North African countries). It also has press releases with the status of the current production year in each member country. In 2002, French tomato production for processing accounted for 2% of the total AMITOM production.

Statistical Tables

PS&D Tables

PSD Table

Country	France					
Commodity	Fresh Tomatoes					
	(HA)(MT)					
	2002	Revised	2003	Estimate	2004	Forecast
	USDA	Post	USDA	Post	USDA	Post
	Official	Estimate	Official	Estimate	Official	Estimate
	[Old]	[New]	[Old]	[New]	[Old]	[New]
Market Year	08/2002		08/2003		08/2004	
Begin						
Plnt For Fresh						
Consump	0	3031	0	2830	0	2830
Plnt For						
Processing	0	3457	0	3525	0	3500
TOTAL Area						
Planted	0	6488	0	6355	0	6330
Harv. For Fresh						
Cons.	0	3031	0	2830	0	2830
Harv. For						
Processing	0	3457	0	3525	0	3500
TOTAL Area						
Harvested	0	6488	0	6355	0	6330
Fresh Sale						
Production	0	562095	0	576467	0	614770
Processing						
Production	0	240450	0	248950	0	221790
TOTAL						
Production	0	802545	0	825417	0	836560
TOTAL SUPPLY	0	802545	0	825417	0	836560

Sources: French MinAg, SONITO

PSD Table

Country	France					
Commodity	Tomatoes, Canned	(MT)(MT, Net Weight)				
	2002	Revised Post Estimate	2003 USDA Official	Estimate Post Estimate	2004 USDA Official	Forecast Post Estimate
	USDA Official [Old]	[New]	[Old]	[New]	[Old]	[New]
Market Year Begin	08/2002		08/2003		08/2004	
Deliv. To						
Processors	9700	9700	12944	13730	12000	1200
Beginning Stocks	8289	8289	8836	7078	9984	10615
Production	6700	6700	8802	9470	7950	800
Imports	99909	97836	98324	98986	98000	99000
TOTAL SUPPLY	114898	112825	115962	115534	115934	110415
Exports	6062	5747	5978	4919	6000	1000
Domestic Consumption	100000	100000	100000	100000	10000	100000
Ending Stocks	8836	7078	9984	10615	99934	9415
TOTAL DISTRIBUTION	114898	112825	115962	115534	115934	110415

Sources: French MinAg, SONITO, French Customs

PSD Table

Country	France Tomato Paste,28- 30% TSS					
Commodity	Basis	(MT)(MT, Net Weight)				
	2002	Revised Post Estimate	2003 USDA Official	Estimate Post Estimate	2004 USDA Official	Forecast Post Estimate
	USDA Official [Old]	[New]	[Old]	[New]	[Old]	[New]
Market Year Begin	08/2002		08/2003		08/2004	
Deliv. To						
Processors	186500	186500	187580	187580	175000	186630
Beginning Stocks	50171	50171	44525	44998	39515	51776
Production	31100	31100	31263	31260	29200	31100
Imports	49038	49616	49616	58968	51000	54000
TOTAL SUPPLY	130309	130887	125404	135226	119715	136876
Exports	5784	5889	5889	3450	4500	5000
Domestic Consumption	80000	80000	80000	80000	80000	80000
Ending Stocks	44525	44998	39515	51776	35215	51876
TOTAL DISTRIBUTION	130309	130887	125404	135226	119715	136876

Sources: French MinAg, SONITO, French Customs

Trade Matrices

Export Trade Matrix

Country	France		
Commodity	Fresh Tomatoes		
Time Period	Aug/July	Units:	MT
Exports for:	2002		2003
U.S.	0	U.S.	0
Others	Others		
Germany	33198	Germany	31943
Belgium	13248	Belgium	14921
Italy	9362	Italy	12352
Switzerland	8405	Switzerland	7111
Czech Rep.	7821	Czech Rep.	7066
UK	5280	Spain	6351
Netherlands	5564	UK	4541
Spain	4220	Netherlands	3403
Russia	4177	Russia	2980
Total for Others	91275		90668
Others not Listed	7400		7970
Grand Total	98675		98638

Import Trade Matrix

Country	France		
Commodity	Fresh Tomatoes		
Time Period	Aug/July	Units:	MT
Imports for:	2002		2003
U.S.	0	U.S.	0
Others	Others		
Morocco	154935	Morocco	169591
Spain	174911	Spain	158171
Belgium	46186	Belgium	59401
Netherlands	23419	Netherlands	32206
Italy	6387	Turkey	6168
Israel	4759	Israel	6083
Turkey	2816	Italy	5780
Tunisia	1913	Poland	3873
		Tunisia	1555
Total for Others	415326		442828
Others not Listed	3479		3247
Grand Total	418805		446075
Source: French Customs			

Export Trade Matrix**Country** France**Commodity** Tomatoes, CannedTime Period Units: Exports for: **2003**U.S. U.S.

Others Others

Belgium	2905	Belgium	2618
UK	721	UK	823
Ireland	127	Ireland	212

Total for Others 3753 3653

Others not Listed

Grand Total 5747 4919

Import Trade Matrix**Country** France**Commodity** Tomatoes, CannedTime Period Units: Imports for: **2003**U.S. U.S.

Others Others

Italy	62941	Italy	67855
Spain	30125	Spain	24908
Belgium	1567	Belgium	1794
Luxemburg	993	Turkey	1270
Greece	719	UK	1084
Turkey	370	Luxemburg	765
Portugal	339	Greece	590

Total for Others 97054 98266

Others not Listed

Grand Total 97836 98986

Source: French Customs

Export Trade Matrix

Country	France		
Commodity	Tomato Paste,28-30% TSS Basis		
Time Period	Aug/July	Units:	MT
Exports for:	2002		2003
U.S.	0	U.S.	0
Others		Others	
Italy	2442	Belgium	1748
Belgium	1791	Germany	847
Germany	432		
Total for Others	4665		2595
Others not Listed	1224		855
Grand Total	5889		3450

Import Trade Matrix

Country	France		
Commodity	Tomato Paste,28-30% TSS Basis		
Time Period	Aug/July	Units:	MT
Imports for:	2002		2003
U.S.	0	U.S.	0
Others		Others	
Italy	20982	Italy	24350
Spain	20248	Spain	19743
Portugal	4831	China	7024
China	1249	Portugal	5738
Netherlands	725	Netherlands	822
Turkey	433	Tunisia	536
Total for Others	48468		58213
Others not Listed	1148		755
Grand Total	49616		58968
Source: French Customs			